

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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R 011503Z AUG 75

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 6129

INFO USDOC WASHDC

UNCLAS LIMA 6141

EO 11652: NA

TAGS: BEXP, PE

SUBJ: COMMERCIAL PRESENCE FAIRS - NINTH PACIFIC
INTERNATIONAL TRADE FAIR - PERU - STATUS REPORT

REF: STATE 140411 AND 178305

1. UP TO JULY 30, FOLLOWING EXHIBITORS HAVE PAID:

PARTICIPANT	AMOUNT DEPOSITED	FS-459
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SPERRY RAND PERUANA	\$ 2,000	15742
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BLACK & DECKER MFG. CO	1,350	15757
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H.C. SCHILDMEIER CO. INC.	1,350	15758
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APPLIED POWER INT'L INC.	1,350	15759
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KWIK WAY INT'L INC.	1,350	15760
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NASHUA CORPORATION	1,350	15774
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HOBART BROTHERS CO.	4,050	15775
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AMERICAN MOTORS PAN AMERICAN	150	15764
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BECKMAN INSTRUMENTS,

BUEHLER LTD.

LINEAR INSTRUMENTS

MILLIPORE INTERTECH	2,000	15777
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NCR DEL PERU, S.A.	1,383.13	15781
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2,666.87	15787
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AMERICAN HOSPITAL SUPPLY	2,700	15785
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DRESSER-WAYNE PETROLEUM

EQUIPMENT DIV	1,350	15819
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U.S. ELECTRICAL MOTORS DIV.	1,675	15828
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THE RIDGE TOOL CO.	2,000	15834
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ARO CORPORATION LTD.87	1,350	15838
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ROMANOFF INTERNATIONAL LTD. 1,350 15842

PENDLETON TOOL EXPORT CORP.
(PROTO TOOLS & MILLER FALLS);
TOLEDO BEAVER TOOL CO. 1,350 15845
TEKTRONIX, INH. 1,350 15860
XEROX DEL PERU, S.A. N 4,000 15862
KODAK PERUANA LTD. 4,375 15864
HIX AUTOMATION/VORTEX DESIGNS 1,675 15865
EDO INTERNATIONAL; AND EMPIRE
EXPORTERS, INC. 1,350 15879
ROKON, INC. 1,350 15878
MOTOROLA, INC. 2,000 15883
PENDLETON TOOL INDUSTRIES, INC 2,700 15886
\$49,575.

ABOVE PAYMENTS COVER 34 PAVILION STANDS AND ONE OUTSIDE SPACE OF 50 SQUARE METERS.

PA'S FOR XEROX AND HOBART BROS. STILL PENDING. THEY WILL BE FORWARDED TO USDOC WITH FS-459S, AS SOON AS THEY ARE RECEIVED.

PA AND FS-459 (\$150) FOR AMERICAN MOTORS PAN AMERICAN IS BEING HELD BY THE EMBASSY UNTIL THE REMAINING PORTION OF \$800 IS RECEIVED FROM JEEP CORPORATION, INTERNATIONAL DIVISION.

2. STRONG VERBAL COMMITMENTS

NATIONAL TANK & PIPE CO. AND SENTINEL DISTRIBUTING CO.

WINCHESTER INTERNATIONAL

WANG LABORATORIES

GULFSTREAM STEEL CORP. & PAN AMERICAN TRADING CORP.

ARMCO PERUANA

MINNESOTA (3M) DEL PERU, S.A.

DETROIT DIESEL

JOHN DEERE

MINE SAFETY APPLIANCES

TRW MISSION MFG.

PLEASE NOTE THAT PENDLETON TOOL INDUSTRIES IS LISTED TWICE ON PAID-IN LIST. THIS IS BECAUSE TWO SEPARATE FIRMS REPRESENT THEIR PRODUCTS IN PERU AND BOTH FIRMS DESIRE TO PARTICIPATE. EVEN THOUGH BOTH FIRMS WILL UNCLASSIFIED

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BE SHOWING ESSENTIALLY SAME ITEMS WE FORESEE NO PROBLEMS. UNLESS INSTRUCTED OTHERWISE EMBASSY WILL PROCEED ON THIS BASIS.

REGARDING PARAGRAPH 3 DEPTEL 178305, WE FORESEE NO RPT NO PROBLEM IN SELLING OUT PAVILION. THIS WOULD PRODUCE \$61,950 IN EXHIBITORS' CONTRIBUTION. WE ALSO EXPECT TO RENT ABOUT 1,000 SQUARE METERS OF OUTSIDE SPACE ALTHOUGH OUTSIDE

RENTAL IS COMING ALONG MUCH SLOWER THAN INSIDE SPACE RENTAL. REGARDING POSSIBILITY OF CANCELLATIONS, OUR CONDITIONS OF PARTICIPATION PROVIDE THAT NO RPT NO MONEY IS REFUNDED ONCE PAYMENT IS MADE UNLESS SUITABLE REPLACEMENT CAN BE FOUND. ALSO, SINCE USIS EXHIBIT WILL TAKE LESS SPACE THAN ORIGINAL BUDGETED 126 SQUARE METERS, WE WILL ATTEMPT RENT ADDITIONAL SPACE MADE AVAILABLE BY DECREASE IN USIS SPACE REQUIREMENT. WE ESTIMATE THAT THIS MIGHT ALLOW US TO RENT ABOUT 48 SQUARE METERS OF ADDITIONAL SPACE, EQUIVALENT TO FOUR STANDARD SIZE BOOTHS.

FIGURE OF \$56,480 DOLLARS MENTIONED IN PARAGRAPH 3 IS SOMEWHAT PUZZLING SINCE OUR RECORDS DO NOT RPT NOT SHOW ANY BUDGET ESTIMATE AT THIS LEVEL. WOULD APPRECIATE CLARIFICATION.

ALSO, ONE OF RECOMMENDATIONS OF DUSEX TECNOMIN WAS THAT PAVILION PURCHASE ATTRACTIVE LAPEL PIN FOR GIFTS TO SELECTED PAVILION VISITORS. COMATT HAS WRITTEN TO SEVERAL U.S. MANUFACTURERS OF SUCH LAPEL PINS. BEST AND MOST ATTRACTIVE PIN WOULD COST APPROXIMATE TOTAL OF \$1,500 FOR 1,000 PINS. PLUS TRANSPORTATION. REQUEST AUTHORITY TO AMEND ADVICE OF APPROVED BUDGET (FORM DIB-444) TO COVER SUCH PURCHASE. WOULD APPRECIATE AUTHORIZATION ASAP.
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